NEW-CAR MARKET SHARES IN U. S.

	SEPTEMBER					NINE MONTHS				
	Regis., Sept., 1981	Percent Share of Market	Regis., Sept., 1980	Percent Share of Market	Pct. Pt. Change '81 vs. '80	Regis., 9 mos., 1981	Percent Share of Market	Regis., 9 mos., 1980	Percent Share of Market	Pct. Pt. Change '81 vs. '80
Chevrolet	133,769	17.54	136,138	10.39	— 1.85	1,130,515	17.22	1,305,494	19.86	— 2.64
Ford	84,566	11.09	70,729	10.07	+ 1.02	763,679	11.63	789,645	12.01	— 0.38
Oldsmobile	73,412	9.62	64,901	9.24	+ 0.38	642,102	9.78	593,439	9.03	+ 0.75
Buick	66,571	8.73	58,662	8.36	+ 0.37	548,168	8.35	512,909	7.80	+ 0.55
Pontiac	55,753	7.31	49,396	7.04	+ 0.27	431,215	6.57	454,757	6.92	— 0.35
Plymouth	32,715	4.29	21,133	3.01	+ 1.28	266,506	4.06	171,599	2.61	+ 1.45
Dodge	30,129	3.95	21,232	3.02	+ 0.93	243,313	3.71	183,067	2.79	+ 0.92
Mercury	29,231	3.83	22,462	3.20	+ 0.63	262,646	4.00	237,703	3.62	+ 0.38
Cadillac	20,407	2.68	15,413	2.19	+ 0.49	159,290	2.43	154,785	2.35	+ 0.08
AMC	16,127	2.12	12,554	1.79	+ 0.33	104,921	1.60	112,182	1.71	— 0.11
Chrysler	5,074	0.66	11,935	1.70	— 1.04	69,011	1.05	102,199	1.55	— 0.50
Lincoln	5,043	0.66	4,685	0.67	— 0.01	44,711	0.68	54,287	0.83	— 0.15
GENERAL MOTORS	349,939	45.88	324,510	46.22	— 0.34	2,911,290	44.35	3,021,384	45.96	— 1.61
FORD MOTOR CO.	118,840	15.58	97,876	13.94	+ 1.64	1,071,036	16.31	1,081,635	16.46	— 0.15
CHRYSLER CORP.	67,918	8.90	54,300	7.73	+ 1.17	578,830	8.82	456,865	6.95	+ 1.87
AMERICAN MOTORS	16,137	2.12	12,554	1.79	+ 0.33	104,921	1.60	112,182	1.71	— 0.11
IMPORTS	209,430	27.45	212,429	30.26	— 2.81	1,895,761	28.88	1,898,459	28.88	.....
MISCELLANEOUS	528	0.07	442	0.06	+ 0.01	2,491	0.04	2,792	0.04	.....
TOTAL	762,792		702,111			6,564,329		6,573,317		

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report. Registrations for Oklahoma not available.

Domestics up 13 pct.; imports down 1 pct.

New-car registrations rise for month

By Jenny L. King
Staff Writer

The fruits of August's end-of-model-year rebates on domestic cars were harvested in September, according to registration figures compiled and reported by R. L. Polk & Co. September domestic registrations were up from August of this year as well as up from year-ago September levels.

New-car registrations in September totaled 762,792, up 5.83 percent over August's 720,804, and up 8.64 from the comparable month of 1980 when they numbered 702,111.

Record registration total for September is 912,473, notched in 1977.

Domestic new-car registrations totaled 553,362, up 13.00

Table on Page 19

percent over 489,682 a year ago and up 7.39 percent from 515,682 in August. Registrations of new imported cars totaled 209,430, down 1.41 percent from 212,429 in September of 1980.

For the first nine months of 1981, new-car registrations totaled 6,564,329, down 0.14 percent from 6,573,317 last year. Domestic registrations for the nine months numbered 4,668,568, off 0.13 percent from 4,674,858 a year earlier. Year-to-date import registrations totaled 1,895,761, down 0.14 percent from 1,898,459.

• American Motors, Chrysler Corp. and Ford Motor Co. all increased their shares of the total market in September, with General Motors and the imports losing ground. But the year-to-date breakout showed only Chrysler increasing its share, the imports remaining at 28.88 percent, and the remaining domestics down.

AMC was up 0.33 percentage points for the month, to 2.12 from 1.79 percent last year. Chrysler climbed to 8.90 percent from 7.73 percent, and Ford pinched off 15.58 percent of the whole pie compared with 13.94 percent a year ago.

GM slipped 0.34 percentage points, to 45.88 percent from 46.22 percent in 1980. Import registrations accounted for 27.45 percent, down 2.81 per-

Continued on Page 53, Col. 3

'No, Virginia, that's not the new Volvo'

When Volvo dealers arrived in Palm Springs, Calif., for the 1982-model introduction, they found a theme party set up in a replica of the M*A*S*H 4077 compound. A USO show was part of the festivities. Here, a group of dealers and guests are transported to a party in a Korean War-vintage vehicle.

TOP CARS

U. S. registrations for the first nine months of 1981. Registrations not available for Oklahoma.

1981 Pos.		Make	1980 Pos.
1—	1,130,515	Chevrolet	1,305,494— 1
2—	763,679	Ford	789,645— 2
3—	642,102	Oldsmobile	593,439— 3
4—	548,168	Buick	512,909— 4
5—	454,817	Toyota	440,760— 6
6—	431,215	Pontiac	454,757— 5
7—	346,356	Datsun	398,578— 7
8—	289,784	Honda	263,542— 8
9—	266,506	Plymouth	171,599—12
10—	262,646	Mercury	237,703— 9
11—	243,313	Dodge	183,067—11
12—	178,771	VW	195,094—10
13—	159,290	Cadillac	154,785—13
14—	133,765	Mazda	114,845—14
15—	707,838	Subaru	91,514—17
16—	104,921	AMC	112,183—15
17—	69,011	Chrysler	102,199—16
18—	49,336	Volvo	39,716—22
19—	44,711	Lincoln	54,287—18
20—	44,217	Mercedes	.....
21—	36,111	Audi	.....
22—	32,464	Colt	41,283—21
		Fiesta	52,073—19
		Arrow/Chmp	45,263—20
	222,302	Other Imports	215,791
	2,491	Misc. Dom.	2,792
	6,564,329	Total	6,573,317

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report.
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breaking news

Continued from Page 1

Illinois high court overturns Chicago tax

CHICAGO.—The Illinois Supreme Court has ruled that the one percent service tax levied by Chicago since August is unconstitutional. The tax was paid by consumers who purchased services, ranging from those of attorneys to those of auto dealers. It made cars sold in Chicago more expensive than those sold in the suburbs. The Chicago City Council included the tax in a package designed to aid the city's transportation system.

Diesel-powered Fords start next fall

DEARBORN. — The first in a series of Ford Motor Co. diesel-engine options will debut next fall. The International Harvester 6.9-liter V-8 will be offered in 1983 Ford F-350 pickups. This will be followed in the spring by a Toyo Kogyo 2.2-liter diesel in the Ranger pickup. A Toyo Kogyo 2.0-liter diesel will be optional in 1984-model Escort and Lynx sedans. The BMW 2.4-liter diesel will be offered in 1985-model full-size and luxury cars.

News roundup

Trade commission ruling prompts move to U. S.

PLATTSVILLE, Ont.—P. J. Wallbank Mfg. Co., Ltd., will move automotive spring equipment from its plant here to Michigan as a result of a U. S. International Trade Commission decision to bar import of the firm's spring assemblies. The ITC ruled that Wallbank was violating patent rights held by a U. S. spring manufacturer. Port Huron, Mich., is a likely site, the company said.

Mexico to limit car production

MEXICO CITY.—The Mexican government is restricting production by the country's booming car industry in an attempt to reduce its trade deficit. Makers in Mexico, including Ford Motor Co., Chrysler Corp. and Volkswagen, will have to limit 1982 model-year car production to 1981 levels under new government rulings. Output for 1981 totaled about 350,000 cars. Trucks are not covered by the limit.

Toyota exports down fractionally

TOKYO.—Toyota exported 141,028 vehicles in October, down 0.1 percent from the year-earlier month. The breakdown was 84,423 passenger cars (down 5.9 percent) and 56,605 trucks and buses (up 10.2 percent). Toyota said exports overall held at about year-earlier levels, thanks to increased shipments to African nations and to a recovery in exports to the Middle East.

Blue Coral to sponsor World's Fair pavilion

WASHINGTON.—Blue Coral, Inc., maker of Blue Poly car care products, has been named an official sponsor of the United States Pavilion at the 1982 World's Fair in Knoxville, Tenn.

GE auto center picks Ross Roy

DETROIT. — General Electric's Automotive Materials Center, Southfield, Mich., has appointed Ross Roy, Inc., as its advertising agency. The Automotive Materials Center is operated by GE's Engineered Materials Group.

Suzuki to build minicar factory

TOKYO. — Suzuki plans to build a factory to produce minicars of the 500 and 1,000-cc class, according to the Japan Economic Journal. The plant, scheduled to begin output late in 1983, will have a capacity of 12,000 cars a month at the start, rising to 20,000. Suzuki said the new plant is not intended to increase the firm's capacity, but will merely transfer existing production to the new factory.

Chrysler promotes Morrissey

HIGHLAND PARK, Mich.—Donald P. Morrissey, assistant comptroller—sales and marketing, Chrysler Corp., has been named general manager — Import Operations. He will direct import sales development, import distribution and port operations, import marketing and merchandising and import technical services and liaison. Morrissey has been with Chrysler since 1957.

Dealer appeals to high court in fight to block L-M outlet

LITCHFIELD, Conn. — McLaughlin Ford-Mercury is continuing its attempt to block the establishment of a Ford-Mercury dealership in a nearby community and has filed an appeal with the Connecticut Supreme Court.

McLaughlin's attorneys filed the appeal with the Supreme Court after the Ford Dealer Policy Board rejected McLaughlin's arguments against the appointment of Greentree Toyota as an L-M dealership in nearby Brookfield.

The hearing before the Dealer Policy Board was held under an order by a lower court.

The lower court found that McLaughlin was entitled to a hearing before the Dealer Policy Board, but the court dismissed a second claim brought by McLaughlin against Ford Motor Co. under the state's unfair trade practices laws.

The court found that since the complaint did not affect the consumer, those statutes were not applicable.

In the appeal, McLaughlin claims that the court erred in that decision. Phillip Spillane, McLaughlin's attorney, said this is the major issue of the appeal, although other points are raised.

The basic thrust of McLaughlin's suit against Ford is the allegation that Ford violated the dealer franchise agreement by appointing a new dealer 7.5 miles from the McLaughlin dealership rather than the minimum of 10 miles required under the agreement.

No date has been set for the hearing before the Supreme Court.

BEST AVAILABLE COPY

lthough Americans drive more

Gasoline consumption falls again

WASHINGTON. — The Highay Users Federation estimates at motor-vehicle travel in the . S. this year may almost equal 978's record 1,548.2 billion iles. But 1981's gasoline conmption, from January through eptember, was down 11 perent from the same period in 978.

This is the third consecutive ear that gasoline consumption as fallen, HUF said.

Reports from the Federal ighway Administration indiate that from January through ugust of this year, Americans rove 26 billion miles more than he comparable 1980 period and nly two billion miles less than he same period in 1978.

According to data compiled y the American Petroleum Initute, the nation used an average 7.4 million barrels of gasoline per day through September in 1978.

Thanks to more-fuel-efficient vehicles and heightened conservation efforts, 1981's daily average for the same period was 6.6 million barrels.

"During 1979 and 1980, largely due to periods of uncertain fuel availability and higher gasoline prices, highway travel dropped about one percent annually," said Woodrow W. Rankin, director of HUF's transportation and safety division.

"But so far in 1981, motor-vehicle travel is up about 2.5 percent over last year. At the same time, gasoline consumption is down 4 percent."

The Travel Industry Assn. of America estimates that 10 million more adults are taking vacations by automobile this year than last. Why the return to highways?

"Gasoline supplies and prices stabilized over the spring and summer," Rankin explained, "and people could budget their trips without worrying about gas lines."

He said the increase in travel this year "is really a return to normal growth patterns predicted for the 1980s based on the annual increase in population and number of new drivers."

GMAC profit climbs 49 pct. for 3rd quarter

DETROIT. — General Motors cceptance Corp. said its third uarter consolidated net income ose 49.7 percent to $108.5 milion from $72.5 million last year. hat brought the nine-month et income total to $245.6 million, up 35.9 percent from $180.7 illion in the year-ago period.

GMAC said it doubled the reail and lease financing receivbles acquired in the period to record $8.8 billion from $4.4 illion last year.

GMAC President Robert F. Murphy said the volume was largely attributable to "the overwhelming success" of the 13.8 financing plan offered in August and September.

Income from financing operations was up 46 percent in the quarter to $87.6 million from $60 million in 1980. For the January-September period, financing income rose 35 percent to $196.6 million from $145.6 million.

Income from insurance operations was $20.9 million in the third quarter, up 67.2 percent from $12.5 million last year, making the tally for the first three quarters $49 million, up 39.6 percent from $35.1 million in 1980.

The finance unit of General Motors said retail and lease financing receivables outstanding at Sept. 30 totaled $32.3 billion, up from $25.3 billion one year earlier.

Wholesale receivables outstanding totaled $8.9 billion at Sept. 30, up from $7.7 billion at Sept. 30, 1980.

Double take

C. E. Dickerson, left, and R. F. Dickerson, right, receive their quarter-century dealer awards from Chevrolet's St. Louis zone manager, J. L. Branch. The Dickerson dealership is in Ullin, Ill.

Motors Insurance names three to new posts

DETROIT. — Andrew W. Waymack, formerly branch manager of Motors Insurance Corp. in San Antonio, Tex., has been named manager of the Midwest control office in Oak Brook, Ill.

Succeeding him in San Antonio is Robert D. Norman, who was branch manager in Corpus Christi, Tex. The new manager in Corpus Christi is William M. Phillips, who was regional agency relations manager in Atlanta.

AUTOMOTIVE NEWS ANALYSIS OF NEW-CAR REGISTRATIONS

Based on R. L. Polk & Co. Statistical Report

September '81 vs. September '80

	1981		1980	
	September	Yr.	September	Yr.
AMC Spirit	3,590	28,404	4,418	39,812
Concord	7,488	34,466	4,317	38,519
Concord SW	2,023	11,699	1,330	12,327
Eagle 4WD	457	4,963	1,147	9,106
Eagle 4WD SW	1,154	11,583	1,134	12,210
Eagle SX4 4WD	1,425	13,806	208	208
TOTAL AMC	16,137	104,921	12,554	112,182
Chrysler LeBaron '81	2,521	29,929	5,081	40,363
LeBaron '81 SW	204	4,986	740	6,234
LeBaron '82 FWD				
LeBaron '82 SW FWD				
Cordoba	1,499	20,385	3,793	32,757
Newport	110	3,998	1,243	9,798
New Yorker '81	147	5,412	1,076	13,045
New Yorker '82	244	244		
Imperial	349	4,057	2	2
Total	5,074	69,011	11,935	102,199
Horizon FWD	10,174	105,929	13,389	99,086
Reliant FWD	17,133	104,831	222	222
Reliant SW FWD	5,006	41,256	22	22
Volare	149	6,570	5,111	49,942
Volare SW	30	1,370	1,394	11,804
Gran Fury '81	145	6,472	995	10,523
Gran Fury '82	78	78		
Total	32,715	266,506	21,133	171,599
Omni FWD	9,810	86,056	9,814	80,250
Aries FWD	13,642	80,578	103	103
Aries SW FWD	3,559	30,922	17	17
Dodge 400 FWD				
Aspen	142	5,558	3,881	38,104
Aspen SW	21	1,271	974	8,835
Diplomat	1,533	19,907	2,356	19,590
Diplomat SW	90	2,484	379	3,342
Mirada	915	11,840	2,210	19,960
St. Regis	217	4,697	1,498	12,866
Total	30,129	243,313	21,232	183,067
Total Chrysler Corp.	67,918	578,830	54,300	456,865
Escort FWD	11,882	131,328	318	318
Escort SW FWD	7,518	90,635	167	167
EXP FWD	6,635	36,734		
Pinto	166	9,184	11,746	94,368
Pinto SW	46	2,718	3,368	26,050
Fairmont	16,698	113,124	11,061	157,609
Fairmont SW	3,953	40,567	4,401	56,726
Granada	9,827	76,697	7,086	59,592
Granada SW	252	252		
LTD II			113	3,046
LTD	4,039	41,200	5,036	71,436
LTD Crn. Victoria	3,414	29,234	1,929	18,971
Ford SW	1,204	14,913	1,171	19,614
Mustang	11,966	121,313	15,875	176,868
Thunderbird	6,966	55,780	8,458	104,880
Total	84,566	763,679	70,729	789,645
Lincoln Town Car	2,558	21,709	2,111	23,025
Mark VI	2,411	22,928	2,326	27,110
Versailles			248	4,152
Continental	74	74		
Total	5,043	44,711	4,685	54,287
Mercury Lynx FWD	4,017	45,947	100	100
Lynx SW FWD	1,936	26,167	27	27
LN7 FWD	2,476	12,450		
Bobcat	30	2,086	2,492	19,294
Bobcat SW	7	481	452	4,048
Zephyr	3,611	34,218	4,065	46,959
Zephyr SW	959	10,051	1,461	14,316
Cougar	3,716	32,537	2,075	21,256
Cougar SW	115	115		
Marquis	741	5,919	1,112	10,773
Marquis Brougham	1,279	9,175	940	9,033
Grand Marquis	2,231	16,916	1,175	13,684
Marquis SW	479	5,100	412	5,488
XR7	3,477	22,955	3,643	44,020
Capri	4,157	38,529	4,508	48,705
Total	29,231	262,646	22,462	237,703

	1981		1980	
	September	Yr.	September	Yr.
Linc. Merc. Div. Total	34,274	307,357	27,147	291,990
Total Ford Motor Co.	118,840	1,071,036	97,876	1,081,635
Buick Skyhawk			238	5,525
Skylark FWD	17,844	153,573	14,296	125,748
Century '82 FWD	6	6		
Regal/Century	30,478	248,837	27,697	229,380
Regal/Century SW	995	12,248	1,184	12,689
LeSabre	2,276	16,726	2,978	22,236
LeSabre Limited	4,705	34,212	3,738	37,469
Electra	5,138	39,852	4,661	42,668
Buick SW	804	7,961	525	7,368
Riviera FWD	4,325	34,753	3,345	29,826
Total	66,571	548,168	58,662	512,909
Cadillac deVille	9,022	72,774	7,444	73,270
Cimarron FWD	2,460	6,384		
Fleetwood & Chas.	2,559	25,411	1,726	20,469
Eldorado FWD	4,788	37,800	4,045	35,596
Seville FWD	1,578	16,921	2,198	25,450
Total	20,407	159,290	15,413	154,785
Chevrolet Chevette	33,210	290,284	31,048	281,555
Camaro	8,719	82,559	9,419	92,208
Monza	243	15,913	14,620	111,258
Cavalier FWD	11,313	26,862		
Cavalier SW FWD	3,511	9,251		
Citation FWD	24,030	235,405	28,100	283,839
Malibu	12,104	123,787	15,666	145,532
Malibu SW	4,341	44,836	4,563	47,271
Celebrity FWD				
Monte Carlo	15,204	124,435	12,770	117,496
Impala	5,347	47,221	5,920	66,107
Caprice	9,156	71,229	8,045	89,382
Chevrolet SW	3,936	34,526	2,962	43,682
Corvette	2,682	24,207	3,025	27,164
Total	133,796	1,130,515	136,138	1,305,494
Oldsmobile Starfire			168	5,339
Omega FWD	10,841	84,723	7,363	63,651
Cutlass Ciera FWD	15	15		
Cutlass Salon '81	11,120	123,023	13,724	124,794
Cutlass Sup./Calais '81	25,102	206,125	22,762	191,451
Cutlass Sup./Calais '82				
Cutlass SW	2,175	24,701	2,101	23,624
Delta 88	1,132	9,198	1,528	15,067
Delta Royale	11,744	97,165	8,550	82,324
98	6,481	56,192	5,085	47,540
Oldsmobile SW	1,386	13,190	783	13,037
Toronado FWD	3,416	27,770	2,837	26,612
Total	73,412	642,102	64,901	593,439
Pontiac T1000	8,639	38,439		
Firebird	4,531	45,263	6,284	67,499
Sunbird	206	27,971	12,607	95,209
J2000 FWD	8,077	23,499		
J2000 SW FWD	1,479	4,197		
Phoenix FWD	6,379	65,484	7,946	72,860
LeMans/Bonn. '82	3,873	37,819	3,963	39,075
LeMans Bonn. '82 SW	2,163	18,383	1,613	18,679
6000 FWD	2	2		
Grand Prix	12,020	99,323	9,813	82,343
Catalina	506	5,259	1,032	10,214
Bonneville '81	4,003	33,161	3,786	35,926
Bonneville Brougham	3,168	25,528	1,823	24,077
Pontiac SW	707	6,887	529	8,875
Total	55,753	431,215	49,396	454,757
TOTAL GM CORP.	349,939	2,911,290	324,510	3,021,384
(Checker)	477	2,036	409	2,562
Misc. Domestic	528	2,491	442	2,792
Domestic Station Wagon Total	50,053	472,750	31,720	356,867
Domestic Grand Total	553,362	4,668,568	489,682	4,674,858
Import Total	209,430	1,895,761	212,429	1,898,459
Grand Total All Registrations	762,792	6,564,329	702,111	6,573,317

Registrations for Oklahoma not available.

As Senate committee drafts amendments

Little hope seen for Clean Air relief

Continued from Page 1

have damaging effects on manufacturers and operators of trucks of all sizes.

"The Hart heavy-duty truck amendment in effect will require catalytic converters and unleaded fuel for all heavy-duty gasoline trucks at an additional first cost estimated to be $900 and an additional operating cost of about $2,800, according to our calculations," the GM spokesman said.

"The Hart light-duty truck amendment," he continued, "will, in effect, eliminate use of diesel engines on all light trucks beginning in 1985 and require the use of electronic engine controls and three-way catalysts coupled to complex computer technology.

"The 1985 deadline does not allow development time for application of this kind of technology to the large variety of trucks needed by the marketplace.

"The committee action must be reversed or severe economic effects will result," the GM spokesman said.

• Hart countered, however, that heavy and light-duty truck emissions have been an increasing problem at high altitudes.

He cited findings by the National Commission on Air Quality indicating that easing heavy-duty truck standards would prevent at least six major metropolitan areas from meeting ambient air quality standards for CO by 1990 and keep Denver from ever meeting them.

The only good thing for the auto makers to come out of last week's drafting session was the acceptance of an amendment offered by Senator Lloyd Bentsen, Texas Democrat, that would require EPA to give heavy-duty truck makers at least four years leadtime when imposing any emissions requirements and would keep any such standard in effect for at least four years. The current requirement for retaining a standard is three years.

Bentsen's amendment also changes EPA's definition of "useful life" for heavy-duty trucks from "average length to first engine rebuild" to one-half the average life of a heavy-duty engine or the length of a usual commercial warranty.

These amendments should bring a little reality to heavy-duty emissions regulations and allow makers to amortize their costs more fully, Bentsen said.

• The Senate Environment and Public Works Committee will continue drafting of Clean Air legislation later this week at which time it is expected to take up the question of what to do with passenger-car emission standards.

Senator Steven Symms, Idaho Republican, is expected to offer an amendment to change the CO standard to 7 gpm as is favored by the auto makers and the EPA.

Committee sources indicate, however, that this proposal is not likely to pass. No amendment will be offered to ease the NOx standard to 2 gpm as favored by the auto makers and the EPA, as there is no hope of getting this past the committee.

The other major desire of the auto makers, relief from the pending 1984 requirement that all cars be capable of meeting emission requirements regardless of altitude, stands a slightly better change.

Hart, who has opposed any such move, has indicated he will try to work out something out with others on the committee.

U.S. says it won't challenge Chrysler-Mitsubishi deal

By Helen Kahn
Washington Bureau Chief

WASHINGTON.—The Justice Department says it will not challenge the renegotiated agreement between Chrysler Corp. and Mitsubishi Motors Corp. at this time, although, as usual, it reserves the right to do so in the future if the agreement is shown to have anticompetitive effects.

At presstime, the Chrysler Loan Guarantee Board had not acted, although it is expected to have no objections. Both approvals are needed before the agreement can take effect.

The 100-page, single spaced agreement itself — dated Sept. 24, 1981—is not now available although more information is expected by the end of a prescribed waiting period. If Chrysler decides it wants confidentiality for certain areas of the agreement, it must show cause.

The main provision would allow Mitsubishi Motors to initiate its own dealer network to sell cars and light trucks as early as 1982 and to continue to sell other models through Chrysler dealerships. Until 1984, Chrysler would retain the exclusive right to distribute certain models in the U. S.

The negotiated agreement is for 10 years, but the 1984 date is used because Mitsubishi at this point does not know what its exact product line will be.

It is probably safe to assume that the models Chrysler will be selling include Champs and Colts and Sapporos and Challengers and Colt and Arrow light trucks. New models may be expected, and Chrysler will have to decide whether shielding their identity for a period is to its advantage.

• The new agreement also contains certain provisions having to do with supply allocations and prices for the vehicles. They exist because Mitsubishi Motors is a dual distributor and Chrysler must be sure that Mitsubishi does not favor its captive distributor, either in supply or price, over Chrysler. Chrysler must make sure it is not discriminated against.

The provision on selling arrangements remains the same—that is, Mitsubishi sells to Chrysler on a consignment-like basis at various ports and sometimes Mitsubishi adds options. Delays in taking possession may eat up a month, but since Chrysler does not have title during this period, it is the equivalent of free financing.

While this dual distribution of Mitsubishi products would continue through 1984 — with Chrysler dealers having some models exclusively and Mitsubishi dealers having others — after that the parties could negotiate whether specific models would be sold exclusively through one channel or whether distribution for all models of Mitsubishis would be shared.

The 10-year agreement is scheduled to expire in 1990, but it can be extended by four-year terms if both parties agree.

EPA faces budget cut of nearly half

Continued from Page 1

vert her image from a hard-hearted thug sent to destroy EPA into a heroine fighting to save the agency from the fiscal wrath of OMB Director David Stockman.

By this theory, making Stockman the environmental bad guy is considered OK since he is already tainted for his candid comments on Reaganomics.

In return, Gorsuch looks good and the budget cuts she has proposed, budget cuts for which she had been roundly criticized by environmentalists and Democrats alike, look likewise.

Knowledgeable sources doubt the veracity of this scenario, however, and cite a heated exchange between Gorsuch and Stockman as proof. They would have to have been very good actors to pull that off, one said.

Oklahoma dealers elect first woman to board

OKLAHOMA CITY. — Doris Rudder, VW-Porsche-Audi dealer in Lawton, Okla., has become the first woman to be elected a director of the Oklahoma Automobile Dealers Assn.

She and her husband, now deceased, had operated Chrysler-Plymouth and Ford-Lincoln-Mercury points in Elk City, Okla., before opening the Lawton store in 1966.

New-car registrations rise; domestics gain, imports dip

Continued from Page 8

centage points from 30.26 percent. Miscellaneous domestics accounted for 0.07 percent compared with 0.06 percent a year earlier.

Excluding imports, September domestic registrations were divided as follows: GM, 63.24 percent, down from 66.27 percent in 1980; Ford, 21.48 percent, up from 19.99 percent; Chrysler, 12.27 percent, up from 11.09 percent; AMC, 2.92 percent, up from 2.56 percent, and miscellaneous cars, 0.09 percent, unchanged from September, 1980.

By size segments, U. S. intermediates and imports lost ground to the competition in September. Subcompacts climbed to 16.38 percent from 14.95 percent last year. Compacts pushed to 21.78 percent from 19.18 percent. Luxury models earned 4.75 percent of the total, up from 4.17 percent, and standards remained in balance, 9.83 percent compared with 9.82 percent a year earlier.

Imports slipped back to 27.46 percent from 30.26 percent and intermediates dipped to 19.80 percent from 21.62 percent.

The race for top nameplate featured Chevrolet Chevette holding onto first place, which it had recaptured in August. The best 20 in September were as follows:

1—Chevrolet Chevette	33,210
2—Buick Century/Regal	31,473
3—Olds Cutlass Supreme	25,102
4—Chevrolet Citation	24,030
5—Plymouth Reliant	22,139
6—Olds 88/98	20,743
7—Fairmont	20,651
8—Escort	19,400
9—Standard Chevrolet	18,439
10—Buick Skylark	17,844
11—Dodge Aries	17,401
12—Chevrolet Malibu	16,445
13—Chevrolet Monte Carlo	15,204
14—Chevrolet Cavalier	15,067
15—Standard Buick	12,923
16—Pontiac Grand Prix	12,020
17—Ford Mustang	11,966
18—Standard Cadillac	11,581
19—Olds Cutlass	11,120
20—Plymouth Horizon	10,174

Notre Dame honors Lund

Chevrolet General Manager Robert D. Lund, left, is honored by the Rev. Father Edmund Joyce, executive vice president of the University of Notre Dame, for Lund's contributions to intercollegiate football. Presentation of a plaque was made at a game in South Bend between the Fighting Irish and the University of Southern California. Lund was instrumental in starting the Chevrolet College Scholarship program in 1971 which to date has contributed some $1.5 million to colleges and universities in recognition of their teams' performances in nationally televised football games.

Calif. judge sets aside order for easing of smog decree

Continued from Page 2

apparently at minimum, listing oral or written contracts.

This excludes the lawyers talking to each other, but perhaps might cover company meetings — if any — with Reagan Administration officials (White House counsel Boyden Gray? Vice President George Bush? Transportation Secretary Drew Lewis? FTC Chairman James C. Miller?—all of whom may have been involved before the announcement of plans to scrub the 10-year-old consent decree).

It is not even clear at present whether Judge Curtis' order is appealable, but even if it is, that itself involves delay.

This last move of Judge Curtis is just one more twist in the long and complex history of the alleged conspiracy of General Motors, Ford Motor Co., Chrysler Corp and American Motors and their trade association to delay installing pollution control devices in California in the 1950s.

The federal investigation started in 1967 with a grand jury looking into criminal charges, but it culminated in a civil complaint filed in the dying days of the Johnson Administration in 1969.

The October, 1969, consent settlement had two provisions due to expire in 10 years but renewable for another 10 years.

• During 1977 and 1978, the Center for Auto Safety and the California Air Resources Board sought renewal and so did the Justice Department. In March, 1979, Judge Curtis moved to renew the consent decree until 1989.

But then Chrysler and GM asked the Justice Department to allow exchange of data on emission control and passive belts and permission was granted.

In May, 1979, Ford — noting that AMC and Chrysler were being helped by GM and it was not — asked Curtis' court to reconsider and by July, Judge Curtis reversed himself and denied the extension of the consent decree.

The Ninth Circuit in May, 1981, reversed the lower court and on May 20, 1981, President Reagan wrote to the Justice Department about vacating the decree.

Even though Judge Curtis on Aug. 3 allowed two provisions to lapse and even though the Justice Department and the companies moved to vacate patent and licensing provisions, the whole issue again appears to be up in the air with permission given to the Center for Auto Safety to intervene.

Schaar and Bernardo promoted by Jensen

SCHILLER PARK, Ill.—Richard Schaar has been promoted to vice president of marketing and Tony Bernardo has been promoted to vice president of sales for the car audio division of Jensen Sound Laboratories.

Schaar was formerly assistant to the president of International Jensen's Electronic Group, and Bernardo was national field sales manager for the car audio division of Jensen.

Tire makers battle for European business

Opel tests Pirelli P8

An Opel Kadett tests Pirelli P8 fuel savers at the tire company's track at Vizzola, Italy.

By Richard Feast
European Editor

European auto makers are set to decide which tire makers will win the costly race to supply them with the new fuel-saving tires that are now reaching the end of development.

Goodyear, Michelin, Dunlop, Pirelli and Uniroyal have all produced low-rolling-resistance tires which improve a car's fuel economy. The prospect of simply bolting on a 5 percent saving in fuel is certainly attractive to auto makers.

The problem with low-roller tires, as they are known, is that each producer wants to make a different size tire for a specific car. This existence of more than one technology deepens the confusion, and no tire maker is yet prepared to admit that its rivals have better solutions.

The recent way in which Pirelli stole a lead over its rivals, when Porsche and others switched to ultra-low-profile tires for high-performance cars, has convinced tire makers they cannot afford to be left out of the race to develop fuel-saving tires.

The battle is for major O/E orders during the '80s. A few makers — Saab, Opel and Fiat — have already specified low-rollers on a few models, but the main orders have yet to be allocated.

The adoption is likely to please governments as well. According to one of the tire makers, a 6 percent saving on car fuel consumption will reduce Europe's annual imported oil bill by $2.75 billion, or 4.23 million tonnes.

First attempts at producing economy tires yielded up to 5 percent reductions in fuel consumption, which equates to cutting rolling resistance by a quarter.

To put the importance of rolling resistance into perspective, at 25-MPH more than 40 percent of a car's available power is needed to overcome the tires' resistance. At this speed, wind or aerodynamic drag is of marginal importance.

• Rolling resistance rises steadily as the car's speed increases up to 90-MPH. But the aerodynamic drag builds up more drastically to overshadow the energy losses incurred by the tires.

At 100 MPH, only 10 to 15 percent of the engine's available power is taken by the tires in rolling resistance. Wind drag, meanwhile, is five times greater.

More-efficient engines and lower-drag body shapes will only serve to increase the relative importance of low-roller tires.

Tire companies are quite capable of creating the low-energy-absorbing compounds of the low-rollers. The trick is not to trade their qualities off at the expense of wet skid resistance— as well as ride comfort and tire longevity.

The latest generation low-rollers fall mainly into two categories — those employing the traditional tire rubber polymers, and Dunlop.

The British company, working with Shell, claims to have developed a polymer which increases its energy absorption under braking, thereby producing good skid resistance.

Dunlop's technical head, Geoff Morton, claims, "We can double the fuel saving by putting this polymer onto a low-roller tire."

On the Dunlop tire, the new polymer provides half of the 25 percent reduction in rolling resistance, the remainder coming from a different type of construction for the tire using lower energy absorbing materials in the sidewalls.

In the barrage of claims surrounding the new low-rollers, Dunlop reckons its latest SP4 offers a 5 percent fuel saving compared with Pirelli's economy tire, the P8. And like Pirelli, Dunlop says there is no loss of wet skid performance, handling or tire life.

While Dunlop has the first call on the new polymer, Shell will obviously be keen to sell it to other tire makers as well.

Dunlop's rivals have all varied the physical properties of their tires, juggling with inflation pressure, tread widths, patterns, carcass shapes, height to width relationships (aspect ratio) and wheel diameter to overcome the loss of handling and wet skid performance that can be introduced by low-roller rubbers.

One theory is that European auto makers will adopt Goodyear's approach — of developing super-economy tires which have high aspect ratios, inflation pressures well above 40 pounds per square inch and are mounted on large diameter wheels.

These tires will be expensive, but the auto maker will recoup the premium by selling them as part of an economy package.

However, styling and marketing pressures dictate that some fuel economy from the tires must be sacrificed by going to wide, low-aspect-ratio tires. Just which remains a matter of debate.

At one end of the spectrum are Michelin and Pirelli, who believe the 65 series aspect ratio should be the econotire across the whole range—though they concede they will still make ordinary 80 series if they are wanted.

Uniroyal claims that 70 series "is all that is needed for the best compromise."

Goodyear is backing 80 series for economy cars and 65 series for models where handling matters. The company reckons that while 80 series on large wheels will show reductions in rolling resistance of at least 25 percent, the squatter 65 series will not exceed 20 percent reduction.

Pirelli's second-generation P8 economy tire — just introduced — shows a 10 percent improvement in rolling resistance compared with the original P8.

The Italian engineers are adamant that the 65 series is right for combining a wide, stiff tread which reduces losses due to shuffling of the tread, and flexible, bulging sidewalls for comfort.

• It is on the subject of comfort that the French tire giant, Michelin, enters the scene.

Michelin opted for a smaller wheel rim flange — the TRX flange — in order to increase the effective height of the tire sidewall. This was done to improve the ride comfort of low, squat tires.

Michelin claims that the TRX side wall is less stiff than that of conventional tires, and thus absorbs less energy—which means fuel saving. Other tire makers claim that any improvement in performance of the French tires is not due to the TRX concept.

All Michelin's rivals have built TRX-type tires of their own, and are united in claiming the French tires are not built according to the company's patents.

The Michelin economy tire in Europe is a TRX 65 series which offers approximately 15 percent less rolling resistance than the company's equivalent 80 series XZX tire.

But the whole subject of TRX throws the rest of the tire industry into a frenzy. It is simply the "wrong" size.

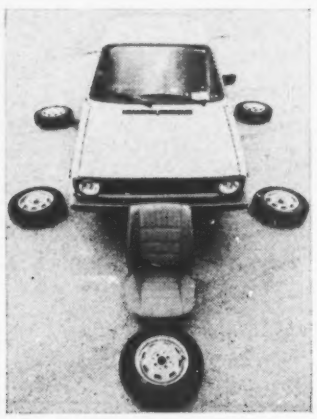
The auto industry traditionally uses wheels measured in whole inches. Michelin's millimetric wheel did not exist until the company decided its technology was best. Because TRX tires require a specially profiled rim and do not work on conventional flanges, Michelin adopted the metric wheel to avoid dangerous substitution for other tire makes.

This is where auto makers could have the final say. If they agree with Michelin, everyone else in the tire business would have to spend millions of dollars on new metric moulds just to remain in the game.

Michelin is adamant. "For Michelin there is only one way forward in car tires, and that is the TRX," says the company which sits on a third of the European tire business.

STOP!

Braking performance is an important aspect of a car maker's requirements for tires. Here, a Fiat Mirafiori running on Pirelli P8 tires executes braking maneuvers on a wet track.



Low rollers

Pirelli reports that its latest P8 low rolling resistance tires save up to 6 percent in fuel consumption compared with standard steel-belted radials. That, it says, is the equivalent of a 176 pounds weight saving, or the front passenger seat and five wheels and tires on this Rabbit.

Growth looms for diesel cars

By Richard Feast
European Correspondent

Demand for diesel-engined cars could be much greater than many observers believe if a forecast by International Business Reports is correct.

In a major analysis of the market for the next five years, IBR believes diesel registrations in western Europe will rise by 150 percent to more than 1.5 million.

At the same time, it forecasts a staggering seven-fold increase in diesel-car registrations in the U. S. to 2.8 million by the middle of the decade.

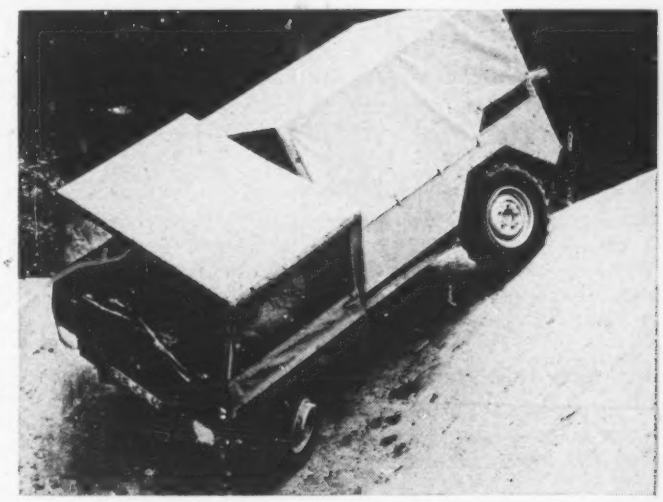
The report, Diesel potential to 1985, deals with the United States and the eight major European markets.

Diesel car demand surged in the wake of the second oil price shock, says the report.

This year, decontrol of oil prices in the U. S. and depreciation of European currencies against the dollar have brought about further increases in the real price of fuel, adding impetus to the trend on both sides of the Atlantic.

It adds that manufacturers'

Continued on Page 13



Let's twist again . . .

Unusual feature of the new all-terrain vehicle to be built by ATW Auto-Montan-Werke in the Irish Republic (Automotive News, Oct. 12) is the central twisting connection. It provides good ground contact over rough surfaces, according to designers Messerschmitt-Bolkow-Blohm. Output of some 1,200 Chicos, as the vehicle is called, is forecast, mainly for sale in Third World countries.

world news briefs

Audi builds extra flexibility

The shell of the No. 3 production building at Audi's Ingolstadt factory was completed at the beginning of October. The new facility will give production more flexibility to respond to market demands, says Audi, which has been hit by a market swing away from its 100 and 200 models.

Hyundai expands in Europe

Hyundai, of South Korea, has added the UK and Italy to its export markets in Europe. Its Pony was already on sale in Belgium and Holland.

Prestige makers forge ahead

Both Daimler-Benz and BMW expect car production this year to exceed last year's. Exports compensate for weaker domestic demand.

Roy Axe goes home

Roy Axe, head of automotive design for Chrysler Corp. and formerly with the old Rootes group in the UK, is to join BL as director of styling for light and medium cars. He replaces David Bache, who is setting up business on his own.

Matra looks to LPG

Matra, the French defense contractor and motor group, will market liquefied petroleum gas (LPG) conversions through its Solex carburetor company. It predicts a market of 800,000 vehicles in the UK, France, West Germany and Belgium by the mid-'80s.

Saturday shifts at Saarlouis

Ford's Saarlouis factory in West Germany has been working Saturday morning shifts to meet demand for the front-drive Escort. Each shift adds 600 a day compared with a normal daily output of 1,200. Meanwhile, the Hailwood Escort plant in England is missing its daily target by around 250 units.

South African expansion for Mercedes-Benz

Investments of $220 million are being made by UCDD (controlled by Daimler-Benz) to lift South African production from 800 to 1,200 vehicles a month. Commercial vehicle output will be raised by a third to 1,000 monthly.

Project XX for export

European sources stress that the BL/Honda proposal to produce a 1985 executive car—known as Project XX—will not affect Honda's production plans in the U. S. The car will be made in the UK and Japan, with exports from each to North America.

DeLorean numbers edge up

The latest official statistics (to the end of July, from the SMMT) show DeLorean production at 1,760.

Bleak outlook for Alfa Romeo

Fears are growing in Italy that the overdue downturn in domestic demand will result in substantial layoffs at Alfa Romeo—and possibly bitter industrial strife. Despite the unprecedented demand this year and last in Italy, Alfa Romeo has lost market share.

VW spends in South America

Volkswagen is having to inject capital into its ailing South American operations. Brazil is to receive $80 million, Argentina $45 million and the former Chrysler do Brasil truck operations $70 million.

Decline foreseen for Michelin

Michelin's dominance of the European tire market — 37 percent—is predicted to decline over the next five years. A survey by Charles Zub Associates, of London, envisages gains for Goodyear, Pirelli, Bridgestone and particularly Continental. CZA predicts the demise of Kleber, of France, and Ceat, of Italy.

REGISTRATIONS OVERSEAS

UNITED KINGDOM

Cars

	10 mos., 1980	10 mos., 1980
Alfa Romeo	6,792	9,461
BL	256,811	244,336
BMW	14,848	11,866
Colt	10,678	9,317
Daihatsu	2,679	1,129
Datsun	81,718	89,619
Fiat Auto	55,535	48,262
Ford	403,975	417,761
FSO	2,048	3,750
General Motors	109,120	120,632
Honda	14,059	22,126
Lada	13,005	12,084
Lotus	286	317
Mazda	15,236	13,706
Mercedes-Benz	9,465	8,013
Peugeot SA	102,524	129,176
Reliant	294	628
Renault	63,820	78,593
Rolls-Royce	1,156	1,202
Saab	8,232	6,775
Skoda	7,499	7,186
Subaru	2,971	2,820
Suzuki	2,509	893
Toyota	21,658	32,283
VAG	73,053	60,964
Volvo	38,822	34,649
Others	3,905	3,300
Total	1,322,698	1,370,848

Trucks, buses

BL	35,439	51,949
Daf	1,468	1,562
Daihatsu	2,402	2,220
Datsun	6,317	6,834
ERF	999	2,080
Fiat Auto	2,536	1,735
Foden	465	1,068
Ford	56,029	75,247
General Motors	26,787	36,076
Hestair-Dennis	408	431
Honda	3,484	3,008
IVECO	1,428	2,277
Jeep	125	129
MAN-VW	3,931	5,077
Mazda	3,346	1,508
Mercedes-Benz	4,770	4,577
Mitsubishi	1,845	915
Peugeot SA	11,153	14,691
FSO	249	536
Renault	2,556	1,877
Scania	792	1,051
Seddon Atkinson	1,759	2,829
Subaru	1,589	884
Toyota	4,963	5,292
VAG	4,757	6,114
Volvo	2,507	3,180
Others	3,524	3,114
Total	185,646	235,259
Total vehicles	1,508,344	1,607,107

SWEDEN

Cars

	10 mos., 1980	10 mos., 1980
Alfa Romeo	391	434
BL	51	233
BMW	2,341	2,053
Daihatsu	804	623
Datsun	3,544	4,294
Fiat Auto	2,860	4,333
Ford	17,173	13,756
General Motors	13,413	15,873
Honda	3,081	3,866
Lada	2,593	5,089
Mazda	8,156	6,347
Mercedes-Benz	4,962	5,089
Mitsubishi	1,556	3
Peugeot SA	5,362	7,012
Porsche	92	85
Renault	2,047	4,186
Saab	21,586	23,248
Skoda	270	207
Toyota	5,058	6,751
VAG	18,501	19,103
Volvo	39,637	41,955
Others	16	24
Total	153,516	161,882

WEST GERMANY

Cars

	9 mos., 1981	9 mos., 1980
Alfa Romeo	10,372	12,065
AMC	350	910
BL	4,695	5,123
BMW	99,506	109,201
Daihatsu	6,521	3,162
Datsun	33,930	38,827
Fiat Auto	73,571	69,580
Ford	225,375	193,876
General Motors	296,335	327,762
Honda	29,928	35,026
Lada	5,142	4,646
Mazda	34,913	35,608
Mercedes-Benz	189,981	198,227
Mitsubishi	37,392	32,006
Peugeot SA	80,038	94,806
Porsche	7,768	8,371
Renault	79,308	90,918
Saab	2,197	2,065
Skoda	1,348	1,713
Subaru	1,245	.....
Suzuki	5,792	3,877
Toyota	40,362	46,837
VAG	549,462	594,067
Audi	120,157	171,202
Volkswagen	429,305	422,865
Volvo	10,752	13,376
Others	1,950	1,785
Total	1,829,428	1,925,778

FRANCE

Cars

	8 mos., 1981	8 mos., 1980
Alfa Romeo	15,865	17,123
BL	15,445	16,163
BMW	15,634	11,334
Datsun	9,526	11,914
Fiat Auto	52,920	46,094
Ford	63,702	40,418
General Motors	20,715	23,922
Honda	3,971	5,881
Lada	13,332	9,840
Mazda	7,577	9,144
Mercedes-Benz	10,841	9,551
Mitsubishi	1,876	2,143
Peugeot SA	404,043	472,336
Citroen	176,102	187,625
Peugeot	170,941	201,106
Talbot	57,000	83,605
Polski-Fiat	1,024	910
Porsche	806	658
Renault	478,713	518,961
Saab	236	100
Skoda	2,548	725
Toyota	7,821	9,844
VAG	77,623	58,645
Volvo	6,548	5,440
Zastava	822	904
Others	65	77
Total	1,210,465	1,271,193

JAPAN

Cars

	8 mos., 1981	8 mos., 1980
Daihatsu	53,081	61,907
Fuji	41,182	51,446
Honda	110,612	107,652
Isuzu	42,224	42,472
Mitsubishi	162,802	168,795
Nissan	524,428	568,918
Suzuki	41,327	47,084
Toyo Kogyo	140,626	126,240
Toyota	704,908	708,699
Imports (all)	26,093	31,026
Total	1,847,393	1,914,239

Trucks, buses

Daihatsu	154,046	121,246
Fuji	88,106	71,975
Hino	26,765	33,834
Honda	95,039	64,088
Isuzu	82,560	92,721
Mitsubishi	178,699	189,121
Nissan	230,199	224,142
Nissan Diesel	13,974	17,947
Suzuki	231,105	186,858
Toyo Kogyo	111,259	134,383
Toyota	275,541	303,735
Total	1,487,293	1,440,050
Total vehicles	3,334,686	3,354,289

PRODUCTION OVERSEAS

FRANCE

Cars

	5 mos., 1981	5 mos., 1980
Citroen	393,018	417,823
Peugeot	402,778	456,289
Talbot	145,885	230,643
Peugeot SA Total	941,681	1,104,755
Renault	942,757	1,116,822
Total	1,884,438	2,221,577

Trucks, buses

CBM	64	80
Citroen	34,461	35,962
Peugeot	77,888	94,800
Talbot	10,431	19,176
Peugeot SA	122,780	149,938
Renault	168,766	153,449
Sovam	97	90
Unic	6,900	13,622
Total	298,607	317,179
Total vehicles	2,183,045	2,538,756

JAPAN

Cars

	8 mos., 1981	8 mos., 1980
Daihatsu	102,631	100,223
Fuji	124,021	131,325
Honda	559,356	533,834
Isuzu	86,594	70,577
Mitsubishi	410,447	415,788
Nissan	1,205,394	1,267,936
Suzuki	62,620	54,751
Toyo Kogyo	558,325	459,562
Toyota	1,483,091	1,556,863
Total	4,592,479	4,590,859

Trucks, buses

Daihatsu	218,696	178,022
Fuji	171,993	137,664
Hino	46,308	51,086
Honda	101,126	68,855
Isuzu	219,825	247,157
Mitsubishi	304,362	282,609
Nissan	477,603	461,795
Nissan Diesel	29,387	31,195
Suzuki	306,323	235,893
Toyo Kogyo	231,030	252,252
Toyota	668,290	676,808
Others	438	520
Total	2,775,381	2,623,856
Total vehicles	7,367,860	7,214,715

UNITED KINGDOM

Cars

	7 mos., 1981	7 mos., 1980
BL	250,163	246,582
DeLorean	1,760	.....
Ford	199,199	228,738
Lotus	194	263
Reliant	66	475
Rolls-Royce	1,703	1,914
Talbot	69,221	102,310
TVR	106	83
Vauxhall	29,111	38,212
Others	346	392
Total	551,869	618,969

Trucks, buses

Bedford	29,329	66,442
BL	48,375	83,201
Dodge	5,039	11,324
ERF	N/A	1,572
Foden	333	1,000
Ford	49,372	100,861
Hestair-Dennis	521	410
Metro-Cammell-Weymann	408	338
Seddon Atkinson	812	2,510
Others	463	594
Total	134,652	268,252
Total vehicles	686,521	887,221

SPAIN

Cars

	8 mos., 1981	8 mos., 1980
Citroen	38,509	53,889
Ford	159,217	168,175
Renault	181,658	210,354
Seat	133,211	196,997
Talbot	41,935	39,709
Total	554,530	669,124

Trucks, buses

CAF	1,008	1,818
Citroen	18,531	30,098
Dodge	1,989	2,419
Enasa	8,011	9,512
Ford	3,335	3,935
Mercedes-Benz	9,135	6,908
Motor Iberica	12,920	19,307
Santana	10,054	11,613
Seat	910	2,780
Total	65,893	88,390
Total vehicles	620,423	757,514

ARGENTINA

Cars

	6 mos., 1981	6 mos., 1980
Ford	32,304	32,056
Renault	31,038	27,667
Sevel	17,249	29,327
Volkswagen	10,590	12,624
Total	91,201	101,674

Trucks, buses

Deutz	58	56
Fiat Concord	28	692
Ford	14,343	18,330
IME	.....	2,041
Mercedes-Benz	3,932	4,408
Renault	39	78
Scania	195	430
Sevel	1,296	1,989
Volkswagen	752	2,357
Total	20,643	30,381
Total vehicles	111,844	132,055

Fiat expands robot operation

Fiat, one of Europe's pioneers in the use of robotics in auto factories, has taken additional steps aimed at expanding capacity and the range of work tackled by industrial robots.

Its latest equipment will be able to build engines almost without the human element and it is experimenting with seeing-eye TV robots which will be capable of much more complicated assembly tasks.

Fiat executives are apt to refer to the latest developments as "son of Robogate"—after the system which it introduced in the mid-70s for computer-controlled assembly of Strada body shells.

The engine assembly development is officially known as L.A.M., which stands for the Italian words for asynchronous engine assembly. It has cost Fiat more than $15 million to install at its Mirafiori factory near Turin.

The benefits, when it is in full production next year, will be an output of 1,500 engines a day with just 350 workers in two shifts.

• The engines may seem all of one type, but worldwide detail and exhaust emission standards differ to such a degree that as many as 110 different versions of Fiat's basic single-overhead camshaft engine are required. (The engine powers the Lancia Delta and Fiat X 1/9 as well as the Strada.)

The system was devised by Fiat's own Comau division and works on the basis that engines are assembled by stages at work stations to which they are delivered and from which they are collected by remote control trolleys.

There are 37 of these battery-powered trolleys, smaller versions of those used in Robogate. They follow magnetic tracks totaling five miles in length.

The trolleys serve 10 islands consisting of 12 work stations each. Eleven are used for production, the other for rectification work.

All automated equipment receives orders from three large central computers which coordinate the whole operation.

Fiat says: "The conventional production line becomes less and less desirable as a means of building engines. Quite apart from the total stoppage caused by any kind of holdup in one section, the speed of operation tends to be governed by the time needed to assemble the most complicated and expensive version of the engine.

"This is the drawback avoided by Fiat's new L.A.M. system."

• Meanwhile, Fiat's Research Center concentrated on increasing the flexibility of the robot itself.

The task selected for development was the bolting of hinges to doors — a seemingly simple task achieved by the human operator by eye and feel. Fiat's second-generation seeing robot instead looks for the holes, fixes their centers exactly and moves its operating head so that the bolts are percisely in line before screwing them home.

The means of doing this is with a TV camera, a computer and a pre-processor which transfers the image into black or white — information on which the computer can act with accuracy.

It is fast, too. It can install the hinges in 18 seconds, well under half the time it takes a person.

Several such tasks are being studied by Fiat, which says the process opens the way to all manner of application in almost every aspect of auto production.

"This second generation of robot prototype will change the shape of production lines in the years to come," predicts Fiat.

• The company's use of robots dates back nearly 10 years. They were used to weld Fiat 132 wings into place.

The second stage was in 1974 with the introduction of the 131. Complete mechanical assemblies were built on remotely controlled trolleys which traveled the factory under computer guidance.

Robots really arrived with the Robogate system used to manufacture Strada body shells at Rivalta. It marked the point at which a central computer took control of several robots grouped around a "gate" and made them work as a team.

"If may be seen in history as the beginning of the end for the production line, since the gates, where so much of the work could be done in one place, were linked not by a moving line — which would have been impractical anyway since the bodies spent so much time in each gate — but by the same kind of remote-controlled trolley first seen in the 131 production facility," Fiat says.

The company says that 1,012 bodies a day on average are being made under the existing equipment. The latest expansion to the system will give Fiat a planned capacity of 1,300 bodies daily in two-shift operation.

Lotus takes off the top

The latest versions of the Lotus Eclat 2.2 are available with a removable roof section for open-air motoring. The model is known as Riviera. The roof section stows in a protective cover in the luggage compartment.

Future Renault trucks will be streamliners

By Jan P. Norbye
Staff Correspondent

Renault has successfully completed the merger of Berliet and Saviem, and rationalized production to a large extent. The model range has been simplified and quality upgraded.

The next step will be to apply higher technology to improve operating economy of heavy trucks.

Automotive News interviewed the man in charge of the strategic planning for Renault Industrial Vehicles, Elios Pascual. Asked about weight reductions, he coolly proclaimed: "We'll reduce the weight of our trucks by about 15 percent in the next 10 years. That's equivalent to taking one ton out of a truck that has an unladen weight of 7 to 7½ tons."

How can that be done? There are several ways, none of them cheap. Most come under the heading of "material substitution." That translates into replacing iron and steel by light alloys, plastics and composites. "How much we can do at any specific time becomes mainly a question of economics," reflects Pascual.

Weight reduction, presently has first priority in Renault's truck engineering. "On average, rolling resistance accounts for 80 percent of fuel consumption," Pascual says, "and rolling resistance is proportional to weight."

"Naturally, we are working to optimize powertrains and provide truck drivers with better information for driving economically," says Pascual. But he does not believe in automatic transmissions.

"We are developing a new type of all-mechanical gearbox," he says, "that will make the driver's tasks much easier. It's based on the existing five-speed unit, combined with an electronic gear-change system that works automatically according to a program but can be overridden by the driver."

As for aerodynamics, he says, "We have to harmonize the semi-trailer with the cab, and vice versa. That is the only solution. We expect to get down to a drag coefficient of 0.45 in 1986. That will mean 20 percent more miles per gallon."

What will the future cab look like for a simple two-axle truck? "The temptation is to stretch out the front end, like the nose of an airplane, but we must stay strictly within practical dimensions, and observe limits imposed by law in our different markets," explains Pascual, adding: "Extra length usually also means more weight, so we have to find a compromise that gives the greatest drag reductions at the lowest penalty in size and weight.

"We are working on an advanced truck prototype, with Ministry support," he says, "It's called Virage, and we'll be ready to let you see it about a year from now. It combines all the major elements of our present thinking on these problems."

Diesels

Continued from Page 11

product plans virtually guarantee the medium-term future of the diesel car.

The main impetus in the U. S. will come from General Motors, with new V-6 and V-5 diesels and possibly three-cylinder units later on. Despite GM's dependence on Isuzu for diesels for its Chevette, IBR believes the company will be self-sufficient by the end of 1983. The 5.7-liter V-8 diesel is expected to be discontinued by 1985.

On the other hand, Ford Motor Co. will source diesels from Toyo Kogyo and BMW-Steyr. American Motors will take Renault units and Chrysler will use Mitsubishi and/or Peugeot units.

Recent experience in the U. S. and Europe, the report states, suggests that supply by domestic manufacturers is an important factor in boosting demand. Now that GM is promoting the advantages of the diesel in the U. S., foreign suppliers like Daimler-Benz and Volvo have been surprised by the unprecedented level of demand for the diesel option.

Another boost in U. S. demand came with the relaxation of emission standards, which previously threatened to throttle any real growth in the more fuel-efficient diesels.

Among developments in Europe, IBR reports: "VW is at an advanced stage of testing a turbocharged, three-cylinder diesel version of the Polo, reputed to achieve in the region of 100 MPG. This configuration could well hold marketing implications equivalent in significance to the dieselization of the Golf."

• Neither does the forecast rule out a diesel version of the Opel S-car GM is to build in Spain. It points to the introduction in Europe of a compression - ignition version of the Fiat 127—all cars in the so-called super-mini class. But it rules out a diesel version for the large-volume Renault 5, supported by a healthy 15 percent of the French new-car market.

According to the survey, Volkswagen plans to achieve a production capacity of 2,000 of its 1.6-liter diesels each day. And it says that, like BMW-Steyr, VW is setting itself up as a major supplier of diesel car engines. One of the likely customers, says IBR, is Britain's BL, a company exposed by its lack of a suitably modern diesel engine at a time when demand will be burgeoning.

By 1985, the biggest national diesel market in Europe will be France, which will pass West Germany's numbers. One - fifth of French new cars will be diesels, compared with one in seven in Germany.

In Belgium and Holland the proportion will be one quarter by the middle of the decade. The lowest penetration the forecasters envisage in Europe will be in the UK — a mere 7 percent on registrations of 121,-000. Much of this growth will come from introduction of diesel versions of the replacement for the country's top seller, the Cortina, in a year's time.

BMW bolsters exports, production

BMW, the Munich quality car maker, was bolstered by its exports last year — and this year looks like much the same.

Flagging domestic demand in 1980 (down 13.2 percent at 140,-722) was compensated for by a 14.8-percent improvement in overseas sales (198,460).

"Knock on wood, in 1981 as far as numbers are concerned, we will make a small increase in production," reports Dr. Karlheinz Radermacher, a member of BMW's board of management. "And there are not many manufacturers who can say that."

Continued weak domestic demand means that BMW's export drive is continuing this year.

BMW has pursued a policy of creating factory-owned subsidiary companies in its main export destinations. Take-over of one in Japan on April 1 this year hiked the number to 11.

Dr. Horst Avenarius, head of public relations, reports increased exports in the opening quarter of this year compared with the same period last year.

"In the countries where BMW has its own sales organizations, the total markets have fallen 7 percent," he said. "But in that time sales of BMWs have increased 5 percent."

While BMW continues to build to capacity, it recently shelved a plan to open an additional car factory. But it is investing very heavily in new plant and models — "which is unavoidable if the current performance is to be extended into the future," it says.

In the past two years it has invested a record DM1.2 billion (approximately $515 million at today's rates).

A central part of its forward planning involves introduction of 300 Kuka multi-function robot welders. This will allow the Dingolfing plant—which makes all but the 3-series — to change functions in line with market demands. Ten are already installed, and will be followed over the next few years by the remainder.

Where diesel car demand will grow in the west

Country	New registrations (x 000)			Market share (percent)		
	1980	1982	1985	1980	1982	1985
Belgium	49	67	107	12.4	16.0	24.0
France	186	247	425	9.9	13.0	20.0
Holland	27	66	127	6.0	12.5	23.0
Italy	105	124	262	6.9	9.5	16.0
Spain	19	29	61	3.3	4.5	8.5
Sweden	15	24	35	7.7	10.0	15.0
United Kingdom	11	38	121	0.7	2.5	7.0
West Germany	196	249	386	8.1	10.5	15.0
Europe*	608	844	1,524	6.8	9.5	15.2
United States	387	1,493	2,795	4.3	15.0	27.0
Total	995	2,337	4,319	5.5	12.4	21.3

*Main European markets only.
Source: International Business Reports.

At Toyota dealership

Aftermarket items are sold after

SCHAUMBURG, Ill. — Aftersale items including rustproofing, fabric protection, paint sealing and finance and insurance are profit-makers for Schaumberg Toyota, here, according to Gerald L. Resnick, president.

In fact, he urges his salesmen to leave the sale of these items until the car is sold. "They don't very often use it as a means of closing a sale," he explained, "but occasionally I'll have to remind them to leave the aftersale items for after the sale. 'Are you selling a car or rustproofing?' I ask them."

His salesmen are good, he said, and they like recommending The Protector rustproofing and such related products from the company as Paint Shield, Fabric Protector and Sound Shield, because they get full markup on them.

"We sell more rustproofing than any other aftermarket item," Resnick said. "Most of our customers want to keep their new cars from four to six years. So they know the rustproofing is important insurance.

"Even when they say they're only going to keep the car two years, we tell them they'll get as much as $50 of their $189.95 investment back when they resell the car," said Resnick. "And if they decide to keep the car longer, they have the protection," he and his salesmen point out.

Schaumburg Toyota is one of the largest Toyota dealerships in the Midwest. It sells 2,000 new cars annually and 400 plus used cars in a year.

• Last summer, it staged a promotion offering "hot dogs and red hot deals," "sweet corn and sweet deals" and "soft drinks and soft deals" along with a free Weber barbeque with the sale of a new car.

Some 49 new cars were sold on the weekend. The food was served under a tent on the hot August days when the promotion ran.

"We gave out more than a thousand hed hots," said Resnick of the "banquet of buys" advertised in some 60 TV commercials on all four of the Chicago stations from Wednesday to Saturday.

People who bought these new cars bought rustproofing with them.

"They know," said Resnick, "that it's like life insurance. No one wants to use it, but it's good to have. They know that in this climate it's important to have."

"Resnick and his son, Phillip, vice president, say that their salesmen like to recommend the aftersale items and they share in commissions, though they actually are sold by the finance and insurance man as part of the aftersale activity.

Salesmen have been given training by S & S Automotive, which sells the Protector line to Schaumburg Toyota. "But our men use their own good ideas to sell it," Resnick said.

Resnick expects to step up his sale of used cars as a result of the expansion of the dealership to almost twice its original size. In some cases, he'll add rustproofing to the used cars as a sales incentive.

He also finds that buyers are interested in preserving the fabric interiors which come with new-model Toyotas.

It used to be that the cars had only vinyl interiors, he said. Now, with the fabric interiors, there is an effort on the part of the consumer to keep it as fresh as possible, and Fabric Shield does that, so they often buy it, adding even more profit to the sale for Schaumburg Toyota.

Aftersale specialists

At Schaumburg Toyota, Schaumburg, Ill., Phillip Resnick, left, vice president, and Gerald L. Resnick, president, stand in the shadow of The Protector, the brand of rustproofing they offer customers at their high-volume (2,000 new cars a year) dealership. Other aftersale profitmakers include fabric protection, sound shielding and paint sealants.

Used car sales

Auction Averages

November	$4,436
Month ago	$4,364
Year ago	$3,795

AMC to market Eagle, Renegade in Japan in 1982

DETROIT. — American Motors, which hasn't marketed its vehicles in Japan for 10 years, plans to make a new start there with its Eagle wagon and the Jeep CJ-7 Renegade.

AMC hopes to get type certifications by April 1 and to begin selling the four-wheel-drive vehicles soon after that, through 65 retail outlets. A distribution network will also be established.

Trading company Mitsui & Co. will be import agent for the U. S.-assembled 4x4s.

An American Motors spokesman said the company expects sales volume of the two vehicles in Japan to be about 1,000 units in 1982, the first year of the new marketing setup.

Mitsubishi will continue to build the CJ-3B—a utility vehicle of older design—under license from Jeep, an AMC spokeswoman said.

Model breakdown

Auction Averages

	NOVEMBER	OCTOBER	SEPTEMBER
1981	$6,703	$7,074	$7,548
1980	5,525	5,697	5,814
1979	4,702	4,922	5,051
1978	3,947	3,731	3,963
1977	2,716	2,927	3,045
1976	2,180	2,140	2,122
1975	1,515	1,628	1,587
1974	1,121	1,258	1,180
Overall Average	$4,436	$4,364	$4,321

used-car auction directory

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Total is 32 percent below last year

76,051 cars built in holiday week

By Patricia Hoffman
Staff Writer

U. S. auto production dropped substantially last week from the previous week's output due to the Thanksgiving holiday and downtime at several assembly plants.

During three days of production last week, the auto makers targeted output at 76,051 units, down 32.48 percent from 112,628 completed the previous week, and down 17.92 percent below 92,653 units in the comparable 1980 holiday week.

So far this year, the auto makers have completed 5,920,581 units, up 1.96 percent from 5,806,933 in the comparable period last year.

General Motors' Bowling Green (Corvette) facility resumed operations last week after being idle since Nov. 9 for inventory control.

The second shift at GM's Willow Run plant returns today (Nov. 30) with production cut from the original 70 units an hour on two shifts to 50 units an hour on two shifts.

GM's Linden facility will reduce line speed from 56 units an hour on two shifts to 45 units an hour on two shifts, also beginning today.

Also at GM, the Lordstown plant halted production last Wednesday with operations slated to resume Jan. 4

GM Leeds will close Dec. 7 to convert to the J-car. Operations are scheduled to resume Jan. 11.

GM's Arlington plant has scheduled a line-rate reduction starting Jan. 4. Output will decrease from 58 units an hour on two shifts to 45 units an hour, also on two shifts.

GM South Gate will halt second-shift operations today (Nov. 30).

Chrysler Corp.'s Newark facility, idle since Nov. 9 for inventory control, resumed operations last week.

American Motors' Kenosha plant closed last week for inventory adjustment. The point is slated to resume Dec. 5.

Checker Motors' Kalamazoo facility, idle since Nov. 18 for changeover, is slated to return Jan. 11.

Volkswagen of America's Westmoreland point, idle since Nov. 16 for inventory control, is slated to return Dec. 7.

All car facilities were idle two days last week in observance of the Thanksgiving Day holiday.

All Ford and Chrysler production figures were estimated by Automotive News.

Truck output moves up, production falls in Canada

For the second week in a row, Canadian auto production dropped below the previous week's total due to downtime at Ford Motor Co. facilities.

Despite a would-be offset by the gradual increase of A-car production at General Motors' Oshawa No. Two facility, downtime at Ford's St. Thomas and Oakville points brought estimated car output down 5.23 percent last week, from 15,427 to 14,620 units. Production was down 21.23 percent from 18,561 in the comparable 1980 week.

Year-to-date output for the auto makers is 741,383 units, down 3.79 percent from 770,620 in the comparable period last year.

Truck production was targeted at 11,228 units last week, up 2.20 percent from 10,986 in the previous week, and up 6.90 percent from 10,503 in the comparable 1980 week.

So far this year, the truck manufacturers have assembled 468,499 units, up 1.33 percent from 462,331 in the comparable period last year.

Chrysler's Windsor car facility returns to two-shift operations today (Nov. 30). One shift was dropped Oct. 12, cutting production from 560 units per day to 400 units per day.

The return of the second shift will bring the line rate back to 560 units per day, and 1,500 workers will be recalled from temporary layoff.

GM's St. Therese car facility will be idle starting today for an extended Christmas downtime due to sluggish market conditions. The plant is slated to resume operations Jan. 11.

Ford's St. Thomas point completed its second week of downtime last week (Nov. 23) for inventory control. The facility is slated to return today.

Also, at Ford, the Oakville plant was idle last week for the first of a two-week shutdown for inventory adjustment. Oakville is slated to resume operations Dec. 7.

Ford's Ontario truck point begins a week of downtime today. The point is scheduled to return Dec. 7.

International Harvester's Vancouver and Chatham facilities will be idle for an extensive holiday closing starting Dec. 14. The plants are slated to resume production Jan. 4.

British licenses to mark possible organ donors

LONDON. — Beginning in October, 1982, British driving licenses will carry a detachable portion allowing the holder to donate his kidneys and other organs in the event of a fatal accident.

"I am sure this will be warmly welcomed by the public," said Kenneth Clarke, undersecretary of state for transport.

Two-day holiday reduces week's truck production

Because of the Thanksgiving holiday, last week's domestic truck production dropped 30.87 percent below the previous week's output. The total was about the same percentage below that of the comparable 1980 shortened work week. All U. S. truck facilities were idle last Thursday and Friday.

Last week's output was targeted at 18,091 units, down from 26,169 in the previous week, and down 30.81 percent below the 26,146 units completed in the comparable week last year.

Year-to-date output is 1,509,540 units, up 4.9 percent above 1,439,078 in the comparable 1980 period.

General Motors' Chevrolet Flint (Line Two) remained down last week (Nov. 23) due to a parts shortage.

The van line at GM's Lordstown facility will be idle beginning today (Nov. 30). The plant is slated to resume operation Dec. 7 minus the second shift.

Also at GM, the Janesville truck facility will drop the second shift beginning Jan. 4.

Volkswagen of America's Westmoreland facility remains down this week for inventory adjustment. The point, which has been idle since Nov. 16, is slated to resume Dec. 7.

American Motors' Toledo (Jeep) plant resumed operations last week after being down since Nov. 16 for inventory control.

International Harvester has slated downtime beginning Dec. 14 at its Ft. Wayne and Springfield facilities. The plants are scheduled to return Jan. 4.

U. S. CAR PRODUCTION

	Week Ended Nov. 28, 1981	Week Ended Nov. 29, 1980	Week Ended Nov. 21, 1981	Nov. to Date	Jan. 1 to Nov. 29, 1980	Jan. 1 to Nov. 28, 1981
AMERICAN MOTORS	.....	3,275*	2,550*	5,100*	153,063*	109,672*
AMX	.....	.....	.....	.....	.....	.....
Spirit	.....	.....	.....	.....	.....	.....
Concord	.....	.....	.....	.....	.....	.....
Eagle	.....	.....	.....	.....	.....	.....
Pacer	.....	.....	.....	.....	.....	.....
CHRYSLER CORP.	8,460	12,360	10,600	38,020	583,457	706,447
Plymouth Total	3,420	5,670	3,700	13,914	267,990	347,243
Horizon	1,020	1,980	1,700	2,751	141,719	130,165
Reliant	2,400	3,540	2,000	11,163	54,854	207,491
Volare	.....	.....	.....	.....	51,735	.....
Caravelle	.....	60	.....	.....	5,683	2,139
Gran Fury	.....	90	.....	.....	13,999	7,448
Chrysler Total	1,500	1,470	2,500	9,298	74,633	51,097
LeBaron	1,500	900	2,500	9,298	56,408	46,235
Chrysler	.....	570	.....	.....	18,225	4,862
Dodge Total	3,540	5,220	4,400	14,808	240,834	308,107
Omni	1,020	1,650	1,700	2,720	118,907	116,933
Aspen	.....	.....	.....	.....	36,881	.....
Aries	1,980	2,940	1,800	8,257	44,049	163,465
Diplomat	.....	360	.....	.....	28,008	12,644
Dodge 400	540	.....	900	3,831	.....	11,383
St. Regis	.....	270	.....	.....	12,989	3,682
FORD MOTOR	18,125	21,901	25,270	68,922	1,162,704	1,255,663
Ford Division	11,527	14,388	15,321	39,960	830,894	849,393
Escort	4,500	4,677	3,809	15,907	70,657	337,003
Pinto	.....	.....	.....	.....	68,179	.....
Fairmont	2,237	1,384	3,729	10,244	186,273	170,379
Must./Must. II	2,284	2,517	3,807	6,091	214,833	143,038
Granada	1,665	2,657	2,775	5,676	101,446	96,406
T-Bird	721	2,103	1,201	1,922	106,144	60,359
Ford	.....	1,050	.....	.....	83,362	40,886
EXP	120	.....	.....	120	.....	1,322
L-M Division	6,598	7,513	9,949	28,962	331,810	406,270
Mercury Total	5,611	6,521	8,303	22,586	286,341	345,499
Bobcat	.....	.....	.....	.....	12,445	.....
Lynx	1,440	2,478	1,471	5,873	24,963	113,301
Capri	900	747	1,500	2,400	62,230	47,351
Zephyr	541	920	902	2,562	61,806	48,781
Cougar	1,440	947	2,400	5,137	22,372	46,170
XR-7	247	655	412	659	52,783	27,980
Mercury	971	774	1,618	5,883	49,742	61,187
LN7	72	.....	.....	72	.....	729
Lincoln Total	987	992	1,646	6,376	45,469	60,771
Continental ('82)	494	.....	823	3,189	.....	10,669
Lincoln	299	541	499	1,944	19,216	25,523
Mark VI	194	451	324	1,243	24,387	24,579
Versailles	.....	.....	.....	.....	1,866	.....
GENERAL MOTORS	49,466	54,610	74,168	277,511	3,733,409	3,692,564
Buick Division	9,122	10,139	14,403	53,439	701,931	814,244
Skylark	1,944	2,661	3,184	11,451	196,656	247,903
Skyhawk J	.....	.....	.....	.....	.....	.....
Century	1,218	1,840	1,629	5,860	150,054	95,934
Regal	2,856	2,954	4,723	17,201	183,574	246,094
Buick	2,054	2,010	3,117	12,643	132,283	160,225
Riviera	1,050	674	1,750	6,284	89,364	64,088
Cadillac Division	3,245	2,510	5,021	18,495	179,267	240,696
Cimarron	194	.....	134	1,077	.....	21,812
Seville	192	414	310	1,151	30,832	22,290
Eldorado	699	759	1,176	4,186	48,690	53,792
Cadillac	2,160	1,337	3,401	12,081	99,745	142,802
Chevrolet Division	19,355	23,281	27,893	105,771	1,595,310	1,358,575
Chevette	4,315	5,540	7,673	27,179	418,471	327,447
Cavalier	5,090	.....	5,674	27,138	.....	131,981
Celebrity	2,135	.....	3,056	9,438	.....	10,957
Monza ('80)	.....	1,801	.....	.....	148,201	.....
Camaro	1,495	1,450	1,188	3,690	107,747	91,464
Citation	2,000	5,180	3,405	13,378	415,104	284,298
Malibu	2,280	3,700	3,600	13,129	241,932	212,837
Monte Carlo	1,440	2,200	2,809	9,695	109,506	128,651
Chevrolet	300	2,880	488	1,824	114,290	145,379
Corvette	300	530	.....	300	40,059	25,561
Oldsmobile Division	8,761	11,340	13,971	52,404	725,223	781,670
Omega	.....	1,362	.....	2,513	100,726	125,426
Cutlass	2,880	5,962	4,757	17,219	347,051	344,439
Cutlass/Ciera	1,828	.....	2,457	8,711	.....	13,238
Oldsmobile	3,306	3,485	5,513	19,491	207,864	256,761
Toronado	747	531	1,244	4,470	69,582	41,806
Pontiac Division	8,983	7,340	12,880	47,402	531,678	497,379
Acadiant †	345	260	343	1,122	18,006	17,905
J2000	3,258	.....	4,860	16,005	.....	82,427
Sunbird ('80)	.....	2,048	.....	.....	145,838	.....
T1000	909	.....	1,174	6,027	.....	83,682
Firebird	770	999	586	1,845	72,156	45,364
Phoenix	738	1,561	1,175	4,290	123,612	91,333
Grand Prix	984	1,460	1,615	6,603	66,413	91,692
Bonneville ('82)	984	.....	1,565	6,507	.....	23,255
A6000	995	.....	1,562	5,003	.....	9,430
LeMans	.....	868	.....	.....	57,185	42,027
Pontiac	.....	144	.....	.....	48,458	10,064
VOLKSWAGEN	.....	2,730	.....	8,101	177,281	154,226
CHECKER	.....	8*	40*	240*	2,922	2,009*
Total Cars, U. S.	76,051	92,653	112,628	397,894	5,806,933	5,920,581

TRUCK PRODUCTION IN U. S.†

	Week Ended Nov. 28, 1981	Week Ended Nov. 29, 1980	Week Ended Nov. 21, 1981	Nov. to Date	Jan. 1 to Nov. 29, 1980	Jan. 1 to Nov. 28, 1981
CHEVROLET	4,930	8,185	8,005	29,387	427,256	430,542
DODGE	1,260	1,600	2,160	7,375	110,582	86,469
FORD	5,947	9,289	9,912	34,199	539,039	586,088
GMC	2,314	3,043	3,650	12,984	138,884	158,171
INTERNATIONAL	690	1,038	1,052	3,009	59,767	63,655
MACK	.....	500*	.....	1,158	35,125*	35,771
JEEP	.....	276	.....	.....	21,246	.....
AM CORP.	1,500*	1,740*	.....	3,000*	74,381*	82,688*
MISCELLANEOUS	50*	85*	50*	200*	7,786*	3,436*
VOLKSWAGEN	1,400*	390	1,400*	5,600*	25,012	62,720*
Total Trucks, U. S.	18,091	26,146	26,169	96,912	1,439,078	1,509,540

CANADIAN TRUCK PRODUCTION

	Week Ended Nov. 28, 1981	Week Ended Nov. 29, 1980	Week Ended Nov. 21, 1981	Nov. to Date	Jan. 1 to Nov. 29, 1980	Jan. 1 to Nov. 28, 1981
CHRYSLER CORP.	2,000	.....	2,007	7,657	45,722	78,136
FORD MOTOR	3,199	3,624	3,180	9,469	163,010	128,700
GENERAL MOTORS	5,794	6,584	5,561	22,281	218,810	251,049
AMERICAN MOTORS	.....	.....	.....	.....	18,127	.....
INTERNATIONAL	235	295	238	942	14,791	10,614
MACK	.....	.....	.....	.....	1,871	.....
Total Trucks, Canada	11,228	10,503	10,986	40,349	462,331	468,499
N. American Trucks	29,319	36,649	37,155	137,261	1,901,409	1,978,039

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.
AM General will no longer be figured in with North American trucks.

CANADIAN CAR PRODUCTION

	Week Ended Nov. 28, 1981	Week Ended Nov. 29, 1980	Week Ended Nov. 21, 1981	Nov. to Date	Jan. 1 to Nov. 29, 1980	Jan. 1 to Nov. 28, 1981
AMERICAN MOTORS	960	480	976	3,868	1,419	32,558
CHRYSLER CORP.	2,000	.....	1,957	7,721	67,514	59,497
FORD MOTOR	403	5,440	3,716	14,488	234,006	194,060
GENERAL MOTORS	11,032	12,416	8,553	35,895	458,559	445,708
VOLVO	225	225	225	855	9,122	9,560
Total Cars, Canada	14,620	18,561	15,427	62,826	770,620	741,383
N. American Cars	90,671	111,214	128,055	460,720	6,577,553	6,661,964
N. American Trucks	29,319	36,649	37,155	137,261	1,901,409	1,978,039
North American Cars and Trucks	119,990	147,863	165,210	597,981	8,478,962	8,640,003

†—All Acadians and Canvelles are built for sale in Canada. *—Estimated.